

# KEEP ON ROCKIN' WITH INNOVATIVE PPS/P4P STRATEGIES

Arnie Cisneros, P.T.



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- Fee for Service Era
- Interim Payment System (IPS)
- Prospective Payment System (PPS)
- Outcome Based Quality Initiative (OBQI)
- High Therapy Threshold
- Advanced Beneficiary Notice (ABN)
- New Rule Refinement



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## Where are we going?



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**Pay For  
Performance  
(P4P)**



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**Recovery  
Audit Contractors  
(RAC)**



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**Audit Findings  
(FI)**



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### Audit-Case #1

- Recert Denied
- 1/17 Hospital admit sec meds
- 3/16 recert
- First cert should handle meds



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### Audit-Case #2

- 0-0 MO 700 scores
- “ambulates without aide”
- P.T. eval visit denied



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### Audit-Case #3

- 4/7, 4/9 eval and rx covered
- 4/17-4/24 denied all visits without gait training sec “too weak”



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### Audit-Case #4

- SN – 3/31 SOC – CABG x 3
- 4/6 closed wound
- All 3 next RN denied



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### Audit-Case #5

- PT only case
- Difficult Clinical Delivery
- Not reasonable/necessary



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### Audit-Case #6

- PT TKA
- Poor ROM Description
- FLEX/EXT
- Quad cane by 3<sup>rd</sup> visit



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### Audit-Case #7

- “DC by next week if she maintains gains”



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### Audit-Case #8

- MO 700 0-1
- Frequent falls diagnosis
- PT denied



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### Audit-Case #9

- SNF discharge
- PT IE – 200 ft. w/o assist
- MO 700 1-1
- PT program denied



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## Audit-Case #10

- OT - bathing & dressing
- Kitchen – focused care
- Denied



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## HISTORY OF MEDICARE REFORMS AND UTILIZATION RESULTS



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## HX MEDICARE REFORMS

- Acute Hospital Inpatient -  
Decreased Utilization up to 77%
- Skilled Nursing Facility -  
Decreased Utilization up to 30%
- Outpatient Therapy –  
Decreased Utilization up to 40%



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**What do we do  
now?**



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**“ROUNDING  
FOR  
INTERVENTIONS”**



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**CLINICAL  
SYNTHESIS**



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## CLINICAL SYNTHESIS

- SERVICE UTILIZATION REVIEW  
for CARE in the HOME  
(S.U.R.C.H.)
- OBQI CASE CONFERENCE



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## 2008 NEW RULE REALITIES



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THE



SCORE



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**EQUATIONS 1 AND 3**  
**0-13 VISITS**

**S1 = 0 to 5**

**S2 = 6**

**S3 = 7 to 9**

**S4 = 10**

**S5 = 11 to 13**



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**EQUATIONS 2 AND 4**  
**14 - 19 VISITS**

**S1 = 14 to 15**

**S2 = 16 to 17**

**S3 = 18 to 19**



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**ALL EPISODES**  
**20 OR MORE VISITS**

**S1 = 20+**



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# NEW RULE REIMBURSEMENT



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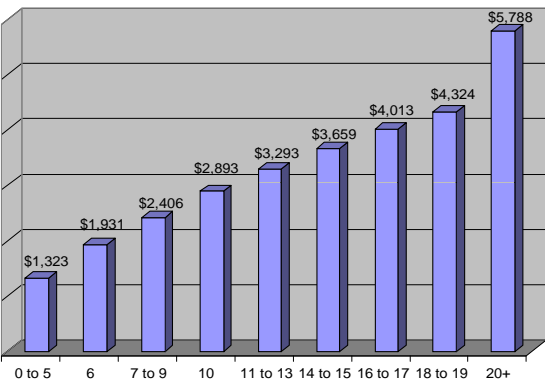
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Comparison Reimbursement for C1F1S(0-20)



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# MO 826



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## SERVICE UTILIZATION REVIEW for CARE in the HOME (S.U.R.C.H.)



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## S.U.R.C.H.

- Employs best practices
- Like DRG management in hospitals
- Not a component of traditional QA dept.
- Watch-dog approach for clinical services
- Accurate billing on RAP



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## S.U.R.C.H. PROTOCOL



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### S.U.R.C.H. Protocol

- Visualize Patient (OASIS Data)
- Assess Environment
- Assess Clinical Deficits (ADL / IADL)
- Assess Clinical Concerns (OBQI)
- Create Clinical Expectations (GOALS)
- Identify Care / Billing Opportunities



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### S.U.R.C.H.

#### PLAN OF CARE

Create clinical expectations for programming based on QA – identified clinical concerns or deficits – share expectations with front line clinical staff prior to care initiation.



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### OASIS ANALYSIS

- MO 175 --- (M1000)
- MO 340 – 390 (M1100)
- MO 650 – 700 (M1810-1860)



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## OASIS ANALYSIS

- MO 420 --- (M1240-1242)
- MO 490 --- (M1400)
- MO 520 – 530 --- (M1610)



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## FUNCTIONAL DOMAIN-OASIS-C

- M1810 DRESSING UPPER BODY
- M1820 DRESSING LOWER BODY
- M1830 BATHING
- M1840 TOILETING TRANSFERS
- M1845 TOILETING HYGIENE
- M1850 TRANSFERS
- M1860 AMBULATION



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## S.U.R.C.H. DEMO CASE #1



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### Patient Profile SURCH #1

- 74 y/o patient
- Hospital DC (MO 175)
- Diagnoses - COPD-Diff Walking
- Spouse in home (MO340)
- Level 2 assist (MO 370)



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### S.U.R.C.H.

#### DEMO CASE #1

M1810 - U E DRESSING	1
M1820 - L E DRESSING	2
M1830 - BATHING	3
M1840 - TOILETING TRANS	1
M1845 - TOILETING HYG	1
M1850 - TRANSFERS	1
M1860- AMBULATION	3



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### S.U.R.C.H.

#### DEMO CASE #1

RN 3x1; 2x3; 1x5  
PT 2x2, 1x1  
OT 1x1

6 Rehab Visits



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**FISCAL RESULT**

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**C2 F2 S2**  
(EQUATION 1)



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**CLINICAL COMPARE**

- PT – 2x2, 1x1 vs. 3x3
- OT – 1x1 vs. 2x2
- RN – 3x1, 2x3, 1x5 vs. 3x1, 2x3

**6 vs. 13**



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**FISCAL RESULT**

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**C2 F2 S5**  
(EQUATION 1)



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**FISCAL REALITIES – DEMO CASE #1**

- Multiple functional changes
- PT - 5 visits vs. 9 visits
- OT -1 visit vs. 4 visits
- RN -14 visits vs. 9 visits



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**FISCAL COMPARE**

**C2 F2 S2 = \$2521**

**VS.**

**C2 F2 S5 = \$3908**



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**S.U.R.C.H.  
DEMO CASE #2**



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**Patient Profile SURCH #2**

- 82 y/o patient
- Hospital DC (MO 175)
- Diagnoses – Femur FX/Fixation
- Spouse in home (MO340)
- Max assist (MO 370)



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**S.U.R.C.H.**

DEMO CASE #2

M1810 - U E DRESSING	1
M1820 - L E DRESSING	2
M1830 - BATHING	3
M1840 - TOILETING TRANS	3
M1845 - TOILETING HYG	2
M1850 - TRANSFERS	2
M1860- AMBULATION	3



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**S.U.R.C.H.**

DEMO CASE #2

SN 1x9

PT 1x1; 2x4

OT 1x1, 2x2

HHA 1x1, 2x4, 1x5

14 Rehab visits



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**FISCAL RESULT**

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**C2 F3 S1**  
(EQUATION 2)



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**CLINICAL COMPARE**

- PT – 1x1, 2x4 vs. 1x1, 3x4
- OT – 1x1, 2x2 vs. 1x1, 2x4
- SN – 1x9 vs. 1x4
- HHA – 1x1, 2x4, 1x5 vs. 1x1, 2x3

**14 vs. 21**



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**FISCAL RESULT**

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**C2 F3 S1**



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### FISCAL REALITIES – DEMO CASE #2

- Multiple functional changes
- PT - 9 visits vs. 13 visits
- OT - 5 visits vs. 9 visits
- SN - 9 visits vs. 4 visits
- HHA -14 visits vs. 7 visits



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### FISCAL COMPARE

**C2 F3 S1 = \$4746**

(equation 2)

VS.

**C2 F3 S1 = \$7325**



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### INTERACTIVE S.U.R.C.H. DEMO CASE



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## S.U.R.C.H.

### DEMO CASE

- M1810 - U E DRESSING \_\_\_\_\_
- M1820 - L E DRESSING \_\_\_\_\_
- M1830 - BATHING \_\_\_\_\_
- M1840 - TOILETING TRANS \_\_\_\_\_
- M1845 - TOILETING HYG \_\_\_\_\_
- M1850 - TRANSFERS \_\_\_\_\_
- M1860- AMBULATION \_\_\_\_\_



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## S.U.R.C.H.

### DEMO CASE POC ORDERS

- RN – \_\_\_\_\_
- PT – \_\_\_\_\_
- OT – \_\_\_\_\_
- HHA – \_\_\_\_\_
- ? Rehab Visits \_\_\_\_\_



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## CLINICAL CONTENT

Nursing



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**CLINICAL CONTENT**

Physical Therapy



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**CLINICAL CONTENT**

Occupational Therapy



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**CLINICAL CONTENT**

Home Health Aide



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